

TERMINAL LEARNING OBJECTIVE

**Identify the roles and
responsibilities
of the company 1SG**

DUTIES OF THE COMPANY **LEADERSHIP TEAM**

- Market Analysis
- LEADS Management (CO)
- Rctg Co Mission Planning
- TAIR Events
- Advertising
- School Programs
- CPMS (1SG)
U.S. Army Recruiting Command
- Rctg Co Mission Ach (1SG)
- Rctg Co Admin Functions
- Rctg Co Ops Functions
- Rctg Co Logistics
- Training
- Recruiter Program (1SG)

ROLES AND RESPONSIBILITIES OF RECRUITING LEADERSHIP

➤ Senior Trainer

- First Sergeant
- Company Commander
- Master Trainer
- Command Sergeant Major
- Battalion Commander

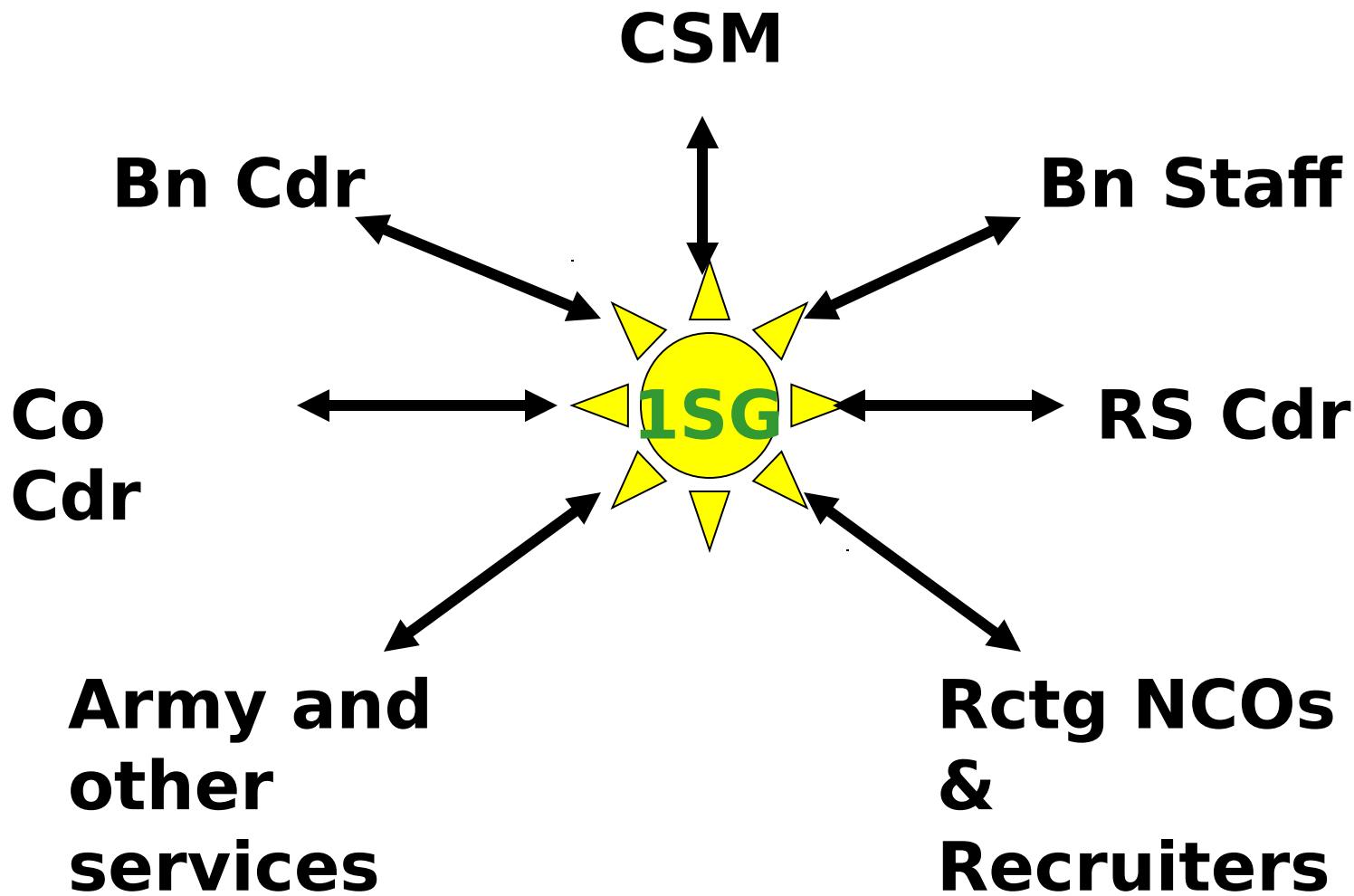
EMPOWERMENT

“Never tell people how to do things. Tell them what to do and they will surprise you with their ingenuity.”

Gen. G.S. Patton

- Empowering People
- Organizational Leaders
- Decision making authority
- Empowering

RELATIONSHIPS



EXPECTATIONS

WHO
expects 1SG

CSM

OTHER 1SGs
competitive

RS Cdrs
Mentor

NCO Recruiters
Supervise

EXPECTATIONS

Run Company/

increase/production

Support

Guide/support

Develop

Cdr

Advise

Be